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APRIL 2017

ESTABLISHED IN 1972

Volume 45, Number 4



## About Table Mountain Treasures Doll Club

Chartered in 1977, Table Mountain Treasures Doll Club is a non profit group of doll collectors and enthusiasts who are dedicated to the history and preservation of antique and collectible dolls. The club has sponsored a very successful annual doll show. This year is their 40th. Proceeds go to charitable and club activities, such as the annual Christmas party for children at the Southwest Improvement Council of Denver.

Table Mountain Treasures is a member of the National United Federation of Doll Clubs, Inc. The club thanks everyone for their attendance in prior years and looks forward to seeing familiar as well as new faces this year.

Vendors at the show, to be held April 28th and 29, will have diverse and exciting merchandise including antique bisque, china, and cloth dolls, modern dolls, collectible dolls, doll and doll house accessories, doll clothing, books, and miscellaneous doll and toy related items.

The show will be held at the Jefferson County Fairgrounds, 15200 W. 6th Ave. in Golden. It will appeal to everyone from the most devoted collectors to new collectors with a developing interest in dolls. For more information, call Mary Ann at 303-985-2770. (See their ad on page 5.)



## Electricity Makes Women Free

By Carol Mobley

Nothing has changed the modern kitchen more than the introduction of electricity. The early 1900's kitchen had the ice box on the back porch and wood stove in the kitchen. With electricity the refrigerator was moved inside the kitchen and it became the focal point instead of the stove. By 1930 Westinghouse Electric boasted that "electricity makes women free."

The first household refrigerator was available in 1913. But it wasn't until General Motors (GM) purchased Guardian Frigerator Company in 1918 that we saw mass production of electric refrigerators. Appliance companies copied the assembly lines established by the automobile industry. Not to be outdone, General Electric (GE) boasted that they had 64 skilled engineers working since 1913 to create "an electric refrigerator so efficient, so simplified that it could literally be installed and forgotten."

GE and Frigidaire were the two biggest names in home refrigeration and kitchen design revolved around the refrigerator. In this Westinghouse Electric brochure the efficiency of the kitchen is considered, meal preparation with the least amount of steps from pantry to table.

By the end of WWII, companies like Westinghouse, Youngstown Kitchens, Mutschler Kitchens & Mengel Royal Wood Kitchens, just to name a few, advertised designing your dream kitchen. Postcards



"Feel like a queen in your kitchen" (1959 Advertising brochure for Frigidaire Home Appliances)

and booklets were readily available for the homeowner as a way to encourage households to upgrade their kitchens. The modern kitchen with all electric appliances not only saved a woman time but provided safe and sanitary food storage.

Then in the late 1950's something wonderful happened to the refrigerator. Americans lived in the land of plenty. Cars were as big as boats with huge chrome bumpers and tail fins. The design of the refrigerator door illustrates the abundance in American households. Large chrome handles, unusual colors and larger capacity refrigerators began replacing the simple 1920's and 1930's plain white models.

And so the modern kitchen was born. Electricity is indispensable not only for the refrigerator but for the dozens of small appliances designed to make food preparation easier.

Postcards and brochures are how companies let the public know what was available. People collected these ephemeral items and it has helped document changes to the American kitchen.

Interested in history? Then you should attend the Denver Postcard & Paper Show held on May 5 & 6, 2017 at the Jefferson County Fairgrounds in Golden, CO. There will be over 20 dealers specializing in postcards, photographs, books, postal history and advertising. Admission \$5, good for both days. Contact Carol or Bill Mobley at 303-761-3755 for more info or go to [www.DenverPostcardShow.com](http://www.DenverPostcardShow.com).



(Advertising postcard for J.T. Clough Furniture, Greeley, CO) A 1912 postcard illustrating the modern kitchen with the sanitary and biggest ice-saving refrigerator (ice box). Notice the location on the back porch away from the inside heat of the wood cook stove.

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(1930's Westinghouse Electric brochure on kitchen design)

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**Early Sale**  
 Friday April 28<sup>th</sup> • 3 pm – 7 pm • \$10  
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**Jefferson County Fairgrounds**  
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**SHOW CALENDAR**

# April Events

**FIRST FRIDAYS: SIX FIFTY ANTIQUES** invites you to visit them at the Art District on Santa Fe, 870 N. Santa Fe, Denver, a great date night, the streets are full of people and food trucks. They will have food, music and drink at their shop. More info, call 720-561-9278.

APR. 5: **FRENCH ROYAL FAMILY** Discussion led by C Yves at 2:00 p.m. at The Brass Armadillo, 11301 West I-70, Wheat Ridge, CO. More information, or if you would be interested in doing a presentation in your area of expertise, call Dixie or Charlotte at 303-403-1677.

APR. 7-9: **THE WORLD WIDE ANTIQUE AND VINTAGE SHOW**, Friday and Saturday 10-6, Sunday 11-4, at the Denver Mart Expo Building, I-25 and 58th Ave. Both local and national dealers will help you find art and artifacts, furniture influenced by American craftsmen and European artisans, china, glass, copper, silver, Southwest jewelry, and the list goes on. Go to [Findyourantique.com](http://Findyourantique.com) for more information.

APR. 19: **CHILD AND DOLL SIZE QUILTS** Discussion led by Alice Kibele at 2:00 p.m. at The Brass Armadillo, 11301 West I-70, Wheat Ridge, CO. More information, or if you would be interested in doing a presentation in your area of expertise, call Dixie or Charlotte at 303-403-1677.

APR. 28 & 29: **40th ANNUAL TABLE MOUNTAIN TREASURES DOLL CLUB**, early sale Friday, 3 - 7, (\$10), Saturday Show & Sale 10-5 (\$5), Antique & Vintage Dolls, China, Composition, Hard Plastic, Miniatures, etc., Doll accessories & clothing, lace, material, fabric, ribbon, toys & bears. Jefferson Country Fairgrounds, 15200 W. 6th Ave., (Frontage Road) Golden, CO, Call Mary Ann at 303-985-2770 for more information.

## Upcoming Events

MAY 3: **MOTHER'S SWEETHEART PINS** Discussion led by Cheryl Miller at 2:00 p.m. at The Brass Armadillo, 11301 West I-70, Wheat Ridge, CO. More information, or if you would be interested in doing a presentation in your area of expertise, call Dixie or Charlotte at 303-403-1677.

MAY 5 & 6: **DENVER POSTCARD & PAPER SHOW AND SALE**, at the Jefferson County Fairgrounds Exhibit Hall (15200 W. 6th Ave., Golden, CO 80401), Fri. 11-7 and Sat. 9:30 to 4:30, \$5 Admission, good for both days, Contact Carol Mobley at 720-308-1516 or email her at [camobley@ephemeranet.com](mailto:camobley@ephemeranet.com), [www.facebook.com/denverpostcardshow](http://www.facebook.com/denverpostcardshow), [www.DenverPostcardShow.com](http://www.DenverPostcardShow.com) Upcoming show July 14 & 15.

MAY 6: **A PARIS STREET MARKET**, 8 a.m. to 3 p.m. rain or shine, an open-air vintage antique and artisan market is celebrating its 16th anniversary this year, at the Aspen Grove, 7301 S. Santa Fe Dr. in Littleton, Call 303-877-9457 or email them at [tsvandel@msn.com](mailto:tsvandel@msn.com)

*Continued on page 6*



**April 7- 9**

*Fri-Sat - 10am-6pm*

*Sunday - 11am-4pm*

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**Expo Building**  
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## Upcoming Shows Continued

SEPT. 15-17: **VINTAGE AT THE HANGAR**, a partnership between Nancy Johnson Events and Wings Over the Rockies Air and Space Museum, Friday 10-7 (enjoy wine and cheese 5 -7 p.m.) Sat. & Sun. 10-5. More info: [www.antiquesatwings.com](http://www.antiquesatwings.com) Wings Over the Rockies Air & Space Museum is located at 7711 Ea. Academy Blvd., Denver, CO 80230.

# Auctions

APR. 1, 8, 15, 22, 29: **FAMILY ESTATE AUCTION**, 8032 W. Jewell Avenue, Lakewood, CO 80232, Open at 10 a.m., auction starts at 11 a.m. on Saturday. Previews will be from 10-5 on Fridays before auctions. Call 303-953-2087 for more info.

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# From Flea Markets to Antique Shops

In cities and towns all across the country amazing sales are happening bringing people together to shop for antiques and vintage items and to socialize. While shopping on the Internet is convenient, there is no substitute for the pleasure and experience you'll gain frequenting antique shops and flea markets. You can enjoy meeting people from various walks of life at flea markets, as the young and old negotiate prices and learn about history and crafts.



*Rachel Hoffman*

At flea markets and antique shops you'll find items you haven't seen for years and unique items you didn't know had ever been manufactured. In fact there is a good chance you'll find something that will motivate you to make a fresh start in your shopping practices and for collecting special items.

There are many interesting things at flea markets and antique shops, enjoyable to collect, from various time periods and parts of the world. Some items are easy-to-find collectibles; others are rare. A type of glass or bisque figurine, a piece of furniture or an article of clothing, a photograph or a toy, sports gear or



some kitchenware can open new horizons to the avid collector as well as to the beginner.

There is a good chance you'll find inspiration at an antique shop or flea market. Even though flea markets across the country have much in common, each one has a special character influenced by climate and locality. It's exciting how a flea market or an antique shop in one state will differ somewhat from one in another state.

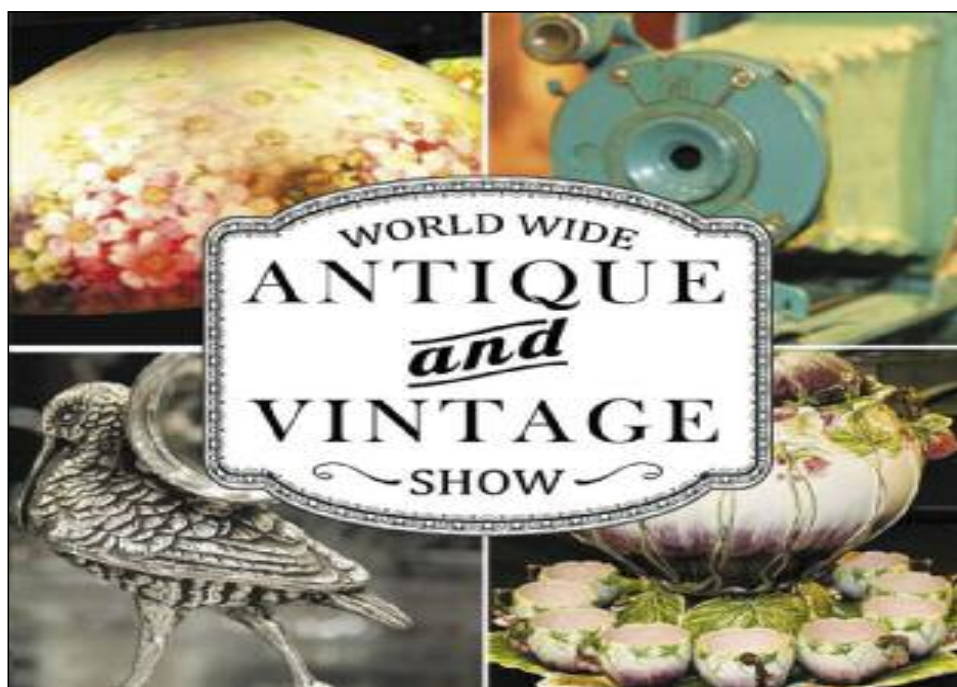
Become a flea market and antique shop enthusiast. Acquire what you have a passion for. Put yourself in a position to make a

great score. My guess is that you'll be amazed at how much skill and luck you have.

Don't get thrown off by a regional title. The name "flea market" is a general term. Be sure to investigate possible markets. A flea market may happen under another name such as a "bazaar" or "fair." A group of "yard sales" in one locality is not something you should overlook. You'll be surprised by the professionals selling antiques at markets. You can find a lot of the shows in your area from this newspaper or a quick Google search.

If you are looking for a fantastic grouping of antique shops in one place, of course, visit Denver's Antique Row on the 1100-1800 blocks of South Broadway. I also recommend the World Wide Antique Show at the Denver Merchandise Mart that is happening April 7-9th. If you want free tickets, stop in my shop on 1475 South Broadway and I will be glad to give you two for the show!

To learn more about Rachel Hoffman's appraisal practice, visit [www.rachelhoffmanappraisal.com](http://www.rachelhoffmanappraisal.com)



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**The Mountain States Collector**, a tabloid newspaper dedicated to promoting the enjoyment of antiquing and collecting in the Rocky Mountain region, is distributed the first weekend of every month through shops, auctions, flea markets and antique shows, and is mailed to subscribers.

(Opinions of the writers contained herein are not necessarily the opinions of the publishers.)

**Advertising information:** call Jon DeStefano at 720-276-2777 or email him at [jondestef@gmail.com](mailto:jondestef@gmail.com) or for any other information, call Spree Enterprises, 303-674-1253 or email us at [customerservice@mountainstatescollector.com](mailto:customerservice@mountainstatescollector.com).

**Publisher** Spree Enterprises, Inc.  
P.O. Box 1003  
Bailey, CO 80421  
[spreepub@mac.com](mailto:spreepub@mac.com)

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**Production** Spree Enterprises, Inc.  
Peg DeStefano  
Jon Patrick DeStefano  
Sam DeStefano

**Printing** Signature Offset (ICSO)



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# Garden History Depicted in Old Seed Catalogs

By Anne Gilbert

As interest in the environment grows this includes collecting old garden catalogs. Colorful and informative, they

give a glimpse into the past of what were the popular foods of the past. The early catalog drawings are considered works of art, also illustrated on seed boxes and tin containers.

Pages from 19th century garden catalogs were not only hand drawn but often hand colored. Equally colorful were the fruit labels on wooden crates. Framed and hung on a kitchen wall they have become a decorative art accessory.

However, for the serious collectors of old garden catalogs, such a destruction of a total catalog is a sacrilege. As they see it, it's like cutting up a rare book and framing the pictures. Literally destroying a piece of American garden history.

Many reflect the foods and plants in the regions in which they originated. For example, the farm county publications used rustic, "homey" words to describe the plants. The city-produced catalogs rely on more "hard-sell."

Among the earliest seed companies were Burpees Seeds (1876) and D.M. Ferry (1880s.) For their hundred

year anniversary in 1976, Burpees issued Centennial place mats featuring color reproductions from their historic, lithographed catalog pages. These days they are considered collectibles.

Among the rarest and most valuable spin-offs for collectors would be books (written by and illustrated) in the early 19th century as guides for explorers. Often they contained



hand colored illustrations detailing the discoveries of exotic and unusual jungle area plants. Who can forget the mission of the ship Bounty to bring back breadfruit trees.

CLUES: Not everybody appreciates garden collectibles. There's still a chance to make discoveries at bargain prices. Fruit crate labels were once throw aways. Once collectors got wise they were reproduced in the 1970s. Garage sales and flea markets are still a good place to find catalogs and old fruit crates.

The good news is there are still 1877, Burpees catalogs, with its fifty plates intact. Only 10,000 were printed. Those that survived are rarities worth over \$100.

PHOTO CAPTION: (1) 1895 Johan Stokes seed catalog. PHOTO CREDIT: (1) Period Paper, eBay.

PHOTO CAPTION : (2) 1902 Childs' Bulbs and Plants. PHOTO CREDIT: (2) Private Collector

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COLLECTIBLES

Faberge Eggs

By Maureen Timm



From the beginning of time an egg has been the object of religious adoration. Practically all highly developed nations are well aware of the symbolic significance of an egg illustrating transition from non-existence to life, it is a symbol of joy, happiness and sun which brings warmth and revival of nature. In the ancient language of Egyptian hieroglyphics, the determinative sign of an egg displays a certain potential, a life-giving seed, a mystery of being.

In Imperial Russia eggs played a significant part in the Easter ceremony. In the midst of merrymaking, processions, celebrations, feasts and gifts, the Czars gave their Czarinas an exquisite Faberge egg, the work of a company run and controlled by the legendary Carl Faberge.

Continued on page 14

DENVER



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## COLLECTIBLES

# Faberge Eggs

*Continued from page 13*

Master jeweler, Peter Carl Faberge, the grandson of a French Huguenot who settled in Estonia, was born in St. Petersburg, where his father was a jeweler. After an apprenticeship in Frankfurt, he took over his father's shop and won a Gold Medal at the Pan-Russian exhibition in 1882. Alexander III was among those who attended the event and were intrigued by Faberge's objects of fantasy.

Faberge was named goldsmith and jeweler to the Russian Court in the mid-1880s and proposed to Alexander III the creation of an elaborate Easter egg to be presented to the Czarina. Alexander was so impressed by this first Imperial egg that the special Easter creations became a tradition throughout his reign and that of his son and successor, Nicholas II. It was agreed that the Easter gift would always have an egg shape and would hold a surprise. These projects became top priority of the company and were planned and designed months in advance. The surprise was always kept a secret.

The designs for the Imperial eggs were inspired by historical works of art that Faberge imitated or copied from his travels or from the Hermitage. However, there is a poignant representation of what is now Russian history in the design of a number of these eggs. There were eggs to commemorate the coronation of Czar Nicholas II, the completion of the Trans Siberian Railway, and anniversaries. There were eggs depicting the Imperial yacht-Standart, the Uspensky Cathedral, and the Gatchina Palace.

Faberge's primary source of inspiration came from works of previous centuries. Translucent enameling was a valued technique in the 19th century that required several coats of applied enamel and the "firing" of the object in an oven after each coat. However, only a limited number of colors were used in the 19th century and Faberge experimented until he developed over 140 shades. The most popular was the oyster enamel which varied in color depending on the light.

Materials used by Faberge included metals - silver, gold, copper, nickel, palladium, that were combined in varying proportions to produce different colors. Another technique used by 18th century French goldsmiths, and again Faberge, involved a simple tinting of the completed work using stones and enamel.

Another technique used by Faberge included guilloche,

a surface treatment that could make waves and striations in the design and could be done by machine or by hand. Faberge used natural stones often found in abundance in the area. These included jasper, bowenite, rhodonite, rock crystal, agate, aventurine quartz, lapis lazuli, and jade. Precious stones including sapphires, rubies and emeralds were used only for decoration, and when they were en cabochon (round cut). Diamonds were typically rose-cut. Semi-precious stones including moonstones, garnets, olivines, and Mecca stones were used more often en cabochon.

Goldsmithing became Carl Faberge's primary interest, and he hired Michael Perchin, a Russian goldsmith to assist him in his experiments with gold and enamel.

They studied former works of art and attempted to replicate techniques of earlier artisans. Their efforts were so successful that even the Czar could not distinguish between the original piece and Faberge's copy of a snuffbox in his own collection. This resulted in Faberge becoming the Supplier of the Imperial Court.

The House of Faberge was staffed with some of the finest goldsmiths and jewelers of that time. The business was divided into several small workshops, each with its own specialty. In addition to the fabulous Easter eggs, the workshop also produced table silver, jewelry, European-style trinkets and Russian-style carvings. The two master jewelers most responsible for the Faberge eggs were Michael Evlampievich Perchin and Henrik Wigstrom. Born in 1860 Perchin became the leading workmaster in the House of Faberge in 1886 and supervised production of the eggs until 1903. Those eggs he was responsible for have his MP (MP-Michael Perchin) markings. All signed eggs made after 1903 bear Henrik Wigstrom's HW mark.

Founding the House of Faberge in 1870 at age 24, Carl Faberge reached a fine balance between art and commercial

*Continued on page 15*



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## COLLECTIBLES

### Faberge Eggs

*Continued from page 14*

success rarely achieved by creative geniuses. His staff, at one time numbered nearly 700 and created eggs and other objects of fantasy and purchasers read like a "Who's Who" of Edwardian society.

When the Russian Revolution caused his company to be taken over by the government Carl Faberge left Russia. He died in 1920.

The story of Theo Faberge has everything a great saga needs; royalty, riches, history, tragedy, mystery and an illegitimate birth. What is most amazing is that Theo did not discover he was the grandson of the world famous Carl Faberge until he was 47 years old.

Theo had studied to become a silversmith, then an ornamental turner and at the age of 52 he started over as a craftsman, repairing clocks, restoring furniture, then making a pair of candlesticks and a paper knife.

He became fascinated by the egg as an art form, and in 1981 created his first "surprise" egg. Anniversary eggs were next, followed by the formation of the St. Petersburg Collection.

This collection of approximately 30 pieces exhibits the same high standards as his grandfather. Styles are diverse, but contain things common to all his creations, and most contain a "surprise."

A dedicated team of crystal cutters, artists, enamellers, silversmiths, gem setters and other skilled craftsmen are based at several workshops throughout England. However, Theo does the ornamental turning and



most of the engraving himself. Each design is limited to 750 pieces worldwide and each is numbered and signed.

Theo Faberge's collection is proof that the old skills are still being kept alive.

Fifty-six Imperial eggs were made, forty-four of which have been located today and another two that are known to have been photographed. Another twelve Easter eggs were commissioned by Alexander Ferdinandovich Kelch, a Siberian gold mine owner. However, the Imperial Easter egg collection commissioned by the last of the Russian Czars is the most celebrated.

Further Reading: Forbes, Christopher, Faberge Eggs, New York: Harry N. Abrams, Inc., 1980 Museum: The Virginia Museum of Fine Arts, 2800 Grove Avenue at the Blvd. Richmond, Virginia 23221-2466 - World Renowned collection of Russian Imperial Easter eggs by Peter Carl Faberge and other Russian decorative arts.

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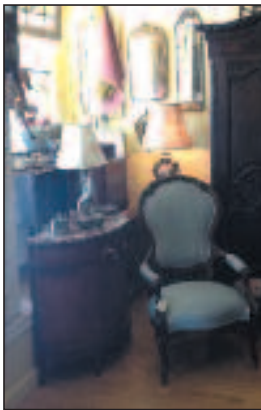
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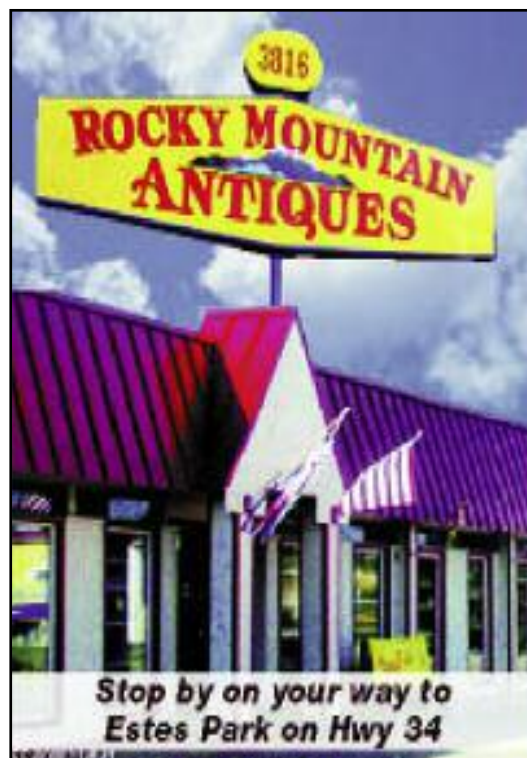
Diamonds come in several colors, including yellow, red, pink, blue, and green, and range in intensity from faint to vivid. General-

ly speaking, the more saturated the color, the higher the value.

In fact, diamonds sparkling with intense color are rare and may be priced higher than a colorless diamond of equal size. Because fancy-color diamonds are very desirable, color is sometimes introduced in a laboratory. These are correctly called color-treated diamonds.

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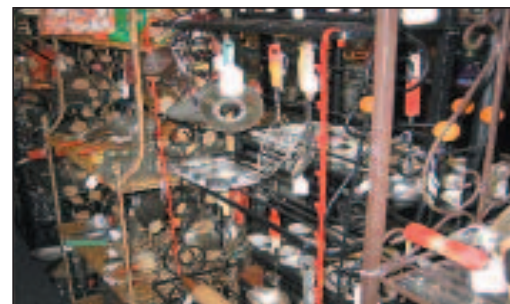
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## ANTIQUE DETECTIVE

# Papier Maché Objects have a History

By Anne Gilbert

Creating decorative and utilitarian objects basically made of paper and glue began in ancient Egypt. For centuries the process developed in India, China and the middle east, ever slightly changing. Though fragile in appearance much of 19th century examples are available and costly. A fine example of a decorative tray can cost as much as \$8,000 in a retail setting. The more common styles are a couple of hundred dollars.

When it was re-discovered as a new type of decorative technique in 18th century France, it became known as papier maché.

By the 19th century papier maché began appearing in England as elaborate side chairs, lap desks, trays and inkstands. It even became a frame for wall clocks. As its popularity grew, by the mid-19th century it was made in America as larger pieces of furniture such as bed and sofa frames and small tables. The pieces were painted, trimmed with gilt and often mother-of-pearl. Subjects were floral, applied on a red or black ground. Some of the tables and fire screens had painted scenes.

CLUES: The earliest English examples, still around can be recognized by their trim of powdered metals, such as gold leaf and gold powder. By 1824 inlays of mother-of-pearl and colored shells were used. From the 1830's a variety of subjects were depicted with oil paints. The more unusual the piece, the more

expensive it will be. Examples would be a rococo-style dressing table, desk or watch holder.

Buyers should be wary of poorly repaired or restored pieces. Look for a smooth, satiny finish. If there are inlays they should be level with the surface. Condition and quality as well as design dictate price.

Early English Victorian pieces were done by specific artists. They can be recognized by the type of techniques and decorations they used. George Neville painted flowers on a black ground. David Sargent used bright greens with fern designs. Prices go up if a piece can be attributed to a particular artist.

Not all papier maché objects are worth the sometimes high, shop prices. By the end of the 19th century it had become over-embellished and downright ugly. Typical of the Victorian "over-kill" of everything. At that point its popularity died along with its manufacture.

In the late 1920s, 30s, a variety of small items, such as candy containers, were machine processed. The papier maché was pressed into bunny and Santa shapes.

The craft is still popular as a hobby and used in many different ways. Check the internet for details.

PHOTO CAPTIONS: (1) Finely done Victorian papier maché tray. PHOTO CREDIT: (1) 1ST DIBS

PHOTO CAPTION: (2) Victorian papier maché side chair PHOTO CREDIT(2) Newel, New York, NY



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# In Late 19th Century the Exotic Look Was Trendy for Silver, Decorative Accessories, Furniture

By Anne Gilbert

Let's say you either discover or buy an object that at first glance looks like it is Islamic, Egyptian or Japanese! All the seller or a family member knows it's "old." It may be made of silver or even a decorative accessory or piece of furniture. Research and history will answer the questions.



Go back to the 19th century when archeological discoveries fueled interest. The mystic of exotic far away places was everywhere. The Philadelphia Centennial Exhibition stimulated Japanese influence on American design. It was there that Charles Tiffany (father of Louis Comfort Tiffany) introduced what was dubbed "Japanesque" style silver. Neither Japanese or American, the designs startled the eyes with the use of mixed metals on silver, including ivory, on Oriental type motifs. The effect of applied decorations of gold and copper on hand-hammered silver were totally new. By 1880 Gorham manufacturing, Dominick & Haff, and Whiting Manufacturing Company were creating the Japanesque mixed metal style silver items.

The popular motifs included insects, seaweed, sea creatures and flowering trees as well as exotic birds. Tea services, trays, bowls and even ink wells were among the many such objects.

Much of the inspiration for the early Tiffany Japanesque pieces came from the private collection of Japanese art owned by Tiffany's chief designer, Edward C. Moore. In 1877 Tiffany sent the British designer Christopher Dresser to Japan to buy artifacts of bronze, porcelain and lacquer. These were used as additional design sources. The resulting Japanesque designs were stylized versions.

The Islamic designs introduced by Tiffany were made from a single piece of silver that was enameled, etched and gilded. The enamels followed the colors of Turkish rugs and Syrian glass mosque lamps.

CLUES: Japanesque pieces made by Tiffany are marked Tiffany & Co. The Islamic pieces are marked "Sterling Silver, Tiffany & Co." or sometimes "Tiffany &



Co. Makers, Sterling Silver." Islamic influenced pieces follow the traditional shapes of Near Eastern coffee pots. Renewed interest has livened prices.

PHOTO CAPTION: (1) Japanesque silver water pitcher. Designed by Edward C. Moore for Tiffany. C.1898. PHOTO CREDIT : (1) Sotheby's N.Y.

PHOTO CAPTION (2) Japanesque silver tea caddy. Gorham silver. PHOTO CREDIT: (2) Heritage Auctions

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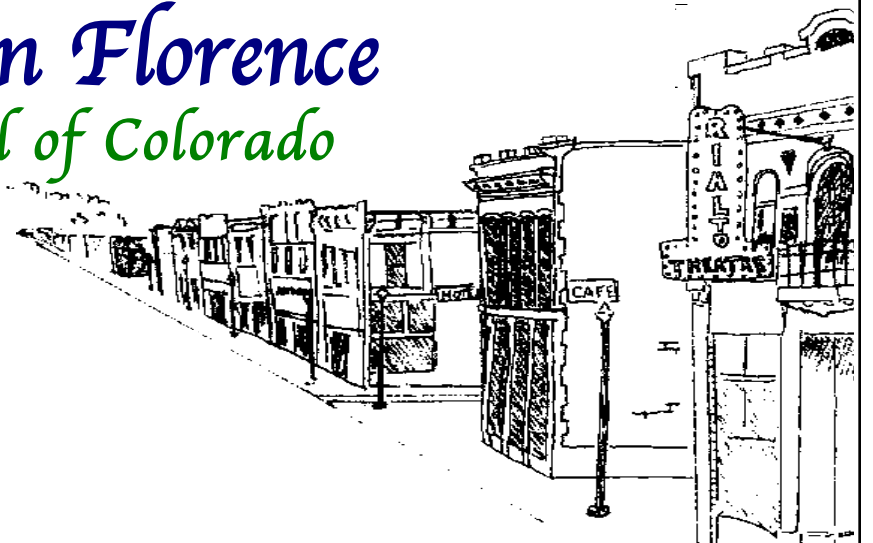
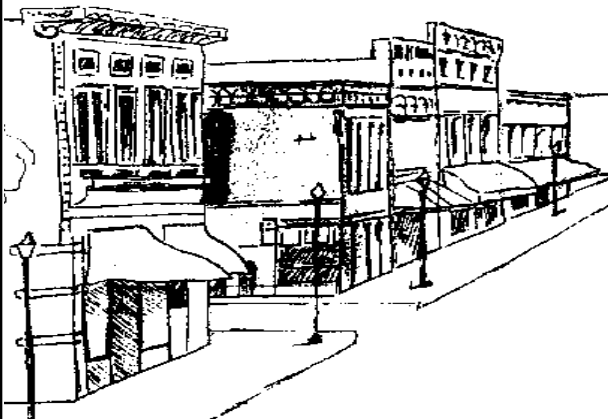
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### Find Friendly Merchants in Florence

By Sandy Dale

It has been my privilege to be a self-employed artist most of my life. For the last two weeks I have been painting a mural with my artist friend Ed Penner at the Pour House in Florence. Going to paint and hang out on the scaffolding everyday gave me an interesting perspective of the successful life of an owner-operated business.

Every morning as we came in the door of the Pour House, we'd be greeted by a pleasant "hi" from Kenny the owner and barista behind the counter. I knew he had been there since four or five that morning getting ready for the day. Baking quiche or scones, finishing up the labeling of the coffee beans he roasts himself, putting out the goodies in the case, and doing the million odd jobs required to keep a coffee shop going.

I am reminded of how many of the shops in Florence are owner-operated with many of the business owners also owning their buildings. This is a huge investment of money, time, and optimism. It isn't just showing up for work each day. It's managing employees, cleaning, going to merchants' meetings, keeping stock current, bookkeeping, etc. Exhausting, you say?

Maybe, but the perks far exceed the drudgery. In most cases, these folks are living their dream. Some have even "retired" here to have their own business. They have only themselves to answer to for the failures. But they have themselves to congratulate when the business thrives and runs smoothly. Being your own boss is definitely a challenge, but at the end of the day it is its own reward.

What I find shopping, dining, and living in Florence, is the pride of ownership. It shows in the greetings of the folks behind the counters, the "how can I help you" shouted from somewhere in the back of the store. The great conversations between customer and clerk about the Polish pottery or the war medal in the case. The restaurant owners are in the kitchen or behind the counter making sure the food is great and the kitchen is running smoothly. This is not the experience you or I have at big box stores or fast food restaurants. I am very blessed and quite spoiled by living in this quaint little town of Florence.

Come check this out for yourself. Find the pride of ownership reflected in the greetings, smiles and service of Florence merchants.

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## CONTEST

### March's What Is It?



Dixie Kilborn, the consummate collector, provided this picture of her most recent collection. The picture represents only a portion of the collection. We had several guesses. One person thought they might be cremation urns. Another thought they might be used as storage containers for tobacco. Cheryl Miller of Ft. Collins, Colorado and William McLaren of Anchorage, Alaska guessed correctly that the items are inkwells. Mr. McLaren pointed out that they are probably from the early 1900s. Many are made of carved wood, usually called "Black Forest." Others are made of bronze or other materials. Animals are a common theme.

Congratulations, Cheryl and William, you have won a year's subscription to *the Mountain States Collector*. Thank you for your participation.

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### April's What Is It?



Send your answers to the What Is It contest, postmarked by April 20, to *the Mountain States Collector*, P.O. Box 1003, Bailey, CO 80421. Three winners will be drawn. Winners receive a year's subscription to *the Mountain States Collector*.

## Long Time Traditions Help Brass Armadillo Dealers

By Jon DeStefano

The nearly 600 Brass Armadillo dealers continue to benefit from two outstanding long time traditions begun many years ago.

The First Saturday Breakfast Tradition has continued for many years. On the first Saturday of each month between 8 and 10 a.m., dealers get together for free breakfast: scrambled eggs, bacon, sausage and waffles. It gives them a chance to connect with each other.

"We meet just to socialize, pick each other's brains, check prices, or just meet a friend," said Dixie Kilborn. "We love meeting for breakfast. We just enjoy each other. It makes us more of a community."

Dixie continued, "Another great tradition we share at the Brass Armadillo is our Dealer Friday Coffee Club which is at 10 a.m. to 11 a.m. every other Friday. It is also known as Dealer Payday Friday."

"We meet in the Ski Rozansky area for donuts and to share ideas with our fellow dealers and help mentor each other. The event began many years ago and was named after Ski Rozansky, a dealer who was one of the founders of the event and has since passed on."

"The idea was for talking, coming together and sharing. It is to help mentor, to be a productive resource for people and just help and assist as needed. It is another part of the Brass Armadillo dealer community, doing something special to help each other on a regular basis. Sometimes people need pricing information, or marketing plans or just want to share some great stuff."

These are just a few of the ways that the Brass Armadillo tries to help each other. Their sense of community benefits tremendously.



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